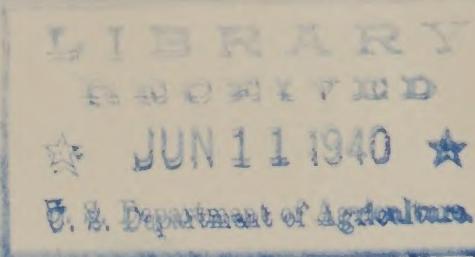


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VAN ZANTEN BROS., INC.
WHOLESALE GROWERS OF NARCISSUS & IRIS BULBS
LYNDEN, WASHINGTON



MARCH 1, 1940

NORTHWEST GROWN NARCISSUS AND IRIS BULBS
1940 CROP
PRICES TO DEALERS ONLY

NARCISSUS

	Double Nose I per 1000	Double Nose II and Round per 1000
ADMIRATION (Poetaz), yellow perianth, gold cup.....	\$45.00	\$38.00
AEROLITE (Yellow Trumpet), deep primrose perianth, yellow trumpet..	50.00	40.00
ALBUS PLENUS ODORATUS (Double), white, fragrant.....	25.00	20.00
ARGENT (Double), semi-double, white with yellow center.....	30.00	24.00
ASPACIA (Poetaz), white perianth, yellow cup.....	35.00	28.00
BARRII CONSPICUUS, yellow, red margined cup.....	25.00	20.00
BATH'S FLAME (Barrii), yellow perianth, yellow cup edged orange red	50.00	40.00
BERNARDINO (Incomparabilis), creamy perianth, orange, frilled cup	30.00	24.00
BONFIRE (Barrii), long ivory-colored petals, glowing orange scarlet cup	35.00	25.00
CAMPERNELLE GIGANTHEUS (Jonquilla), cluster of fragrant yellow flowers	35.00	25.00
CAMPERNELLE REGULOSUS (Jonquilla), yellow fragrant flowers, two to four on a stem.....	30.00	25.00
CASSANDRA (Poeticus), snow white perianth, small scarlet eye.....	28.00	22.00
CHEERFULNESS (Double Poetaz), white with creamy yellow center.....	40.00	32.00
CLEOPATRA (Yellow trumpet), broad yellow perianth, deep yellow trumpet	40.00	30.00
CROESUS (Incomparabilis), large round primrose perianth; widely expanded orange crown.....	35.00	28.00
DIANA KASNER (Barrii), white perianth, large yellow cup with blood-red frill	35.00	28.00
EAGLE (Poeticus), white perianth, red-margined yellow eye.....	25.00	20.00
ELVIRA (Poetaz), pure white perianth, yellow cup.....	30.00	25.00
EMPEROR (Yellow trumpet), dark primrose perianth, deep yellow trumpet	32.00	26.00
EMPRESS (Bi-color), white perianth, deep yellow trumpet.....	32.00	26.00
ENGLEHEART (Yellow trumpet), perianth and trumpet canary yellow	40.00	30.00
EVANGELINE (Leedsii), pure white perianth, lemon yellow cup.....	30.00	25.00
FIREBRAND (Barrii), creamy white pointy petals, bright red cup.....	35.00	25.00
GLORY OF LISSE (Poeticus), snow-white perianth, yellow eye with scarlet rim	25.00	20.00
GLORY OF SASSENHEIM (Bi-color), white perianth, large yellow trumpet	32.00	26.00
GOLDEN BEAUTY (Bi-color), white perianth, deep yellow trumpet; late	35.00	28.00
GOLDEN SCEPTER (Jonquilla), yellow flower on strong stem; late.....	30.00	24.00
GOLDEN SPUR (Yellow trumpet), golden yellow; early.....	35.00	26.00

NARCISSUS

CONTINUED

	Double Nose I per 1000	Double Nose II and Round per 1000
HELIOS (Incomparabilis), golden yellow perianth, light orange cup.....	36.00	28.00
HOMESPUN (Incomparabilis), perianth and cup primrose yellow.....	40.00	30.00
INCOMPARABLE PLENUS (Double), yellow with orange center.....	35.00	25.00
JONQUILS SIMPLEX, the sweet scented single Jonquil.....		30.00
KING ALFRED (Yellow trumpet), golden yellow; very substantial.....	42.00	32.00
LAUREATE (Poeticus), white perianth, yellow eye, margined scarlet.....	28.00	22.00
LAURENS KOSTER (Poetaz), white perianth, yellow cup.....	35.00	28.00
LIBERTY (Yellow trumpet), large flower.....	50.00	
LINCOLN (Yellow trumpet), primrose yellow perianth, clear yellow trumpet; free flowering.....	42.00	32.00
LORD KITCHENER (Leedsii), star-shaped white perianth, canary yellow cup	40.00	32.00
LUCIFER (Incomparabilis), white perianth, orange red cup.....	25.00	20.00
LUCINIUS (Incomparabilis), rich yellow perianth and cup.....	40.00	32.00
MADAME DE GRAAFF (White Trumpet), white perianth, pale primrose trumpet	45.00	
MARTHA (Bi-color), white perianth, yellow trumpet.....	32.00	26.00
MASTERPIECE (Barrii), white perianth, flat orange scarlet crown.....	30.00	22.00
MINISTER TALMA (Yellow Trumpet), golden yellow, fringed edge on trumpet; early.....	38.00	26.00
MRS. E. H. KRELAGE (White trumpet), white perianth, long ivory-white trumpet	60.00	45.00
NANNY NUNN (Barrii), creamy white perianth, nicely ruffled orange yellow crown.....	40.00	30.00
OLIVER CROMWELL (Bi-color), white perianth, yellow trumpet; free flowering, early	35.00	28.00
OLYMPIA (Yellow trumpet), chrome-yellow perianth and trumpet.....	45.00	35.00
ORANGE CUP (Poetaz), yellow perianth, frilled orange eye.....	45.00	35.00
ORANGE PHOENIX (Double), cream with orange center.....	35.00	30.00
ORNATUS (Poeticus), white perianth with yellow eye, margined scarlet.....	25.00	20.00
PHYLLIDA (Leedsii), large white perianth with striking cup.....	35.00	28.00
QUEEN OF THE NORTH (Leedsii), white perianth, light primrose cup	30.00	25.00
RECURVUS (Syn. PHEASANT'S EYE) (Poeticus), late flowering.....	25.00	20.00
RED CHIEF (Barrii), white perianth, flat yellow crown with red edge....	35.00	25.00
SEAGULL (Barrii), white perianth, canary yellow eye with orange edge	25.00	20.00
SIR WATKIN (Incomparabilis), sulphur yellow perianth, deep yellow cup	26.00	20.00
SPRING GLORY (Bi-color), white perianth, long golden yellow trumpet	32.00	26.00
SULPHUR PHOENIX (Double), sulphur white, fully double flower.....	32.00	25.00
THALIA (Orchid Narcissus), three to four pure white flowers on one stem; very exquisite	80.00	60.00
THE FIRST (Yellow Trumpet), cream perianth, yellow trumpet; very early	40.00	30.00
THE PEARL (Double), creamy white; elegant flower.....	36.00	28.00
TRESSERVE (Yellow trumpet), pale yellow perianth, large yellow trumpet	37.00	30.00
TWINK, (Double), semi-double, soft primrose and orange.....	50.00	40.00
VAN SION (Double), old fashioned double golden yellow Daffodil.....	30.00	22.00
VAN WAVEREN'S GIANT (Bi-color), primrose perianth, yellow trumpet	65.00	50.00

NARCISSUS

CONTINUED

	Double Nose I per 1000	Double Nose II and Round per 1000
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VICTORIA (Bi-color), white perianth, yellow trumpet; substantial flower	32.00	26.00
WHITE LADY (Leedsii), white perianth, small yellow cup.....	25.00	20.00
WHITEWELL (Incomparabilis), white perianth, frilled primrose cup....	30.00	24.00
WILL SCARLET (Incomparabilis), creamy white perianth, frilled orange red cup.....	32.00	26.00
W. P. MILLNER, creamy white perianth and trumpet, small flower on short stem; a gem for rock gardens and forcing in pots.....	60.00	45.00
FINE MIXTURE OF TRUMPET VARIETIES.....	22.00	18.00
EXTRA SELECTED MIXTURE OF TRUMPET VARIETIES.....	25.00	20.00
FINE MIXTURE OF SHORT CUP VARIETIES.....	20.00	16.00
EXTRA SELECTED MIXTURE OF SHORT CUP VARIETIES.....	22.00	18.00
GENERAL MIXTURE OF NARCISSI AND DAFFODILS.....	20.00	16.00

IRIS. *Tingitana* Hybrids:

	8/9 cm per 1000	9/10 cm per 1000	10cm/up per 1000	11/12 cm per 1000
THE FIRST, dark blue.....	10.00	20.00	30.00	
WEDGEWOOD, light blue; very early.....	10.00	20.00	30.00	40.00

DUTCH IRIS:

	6/7 cm per 1000	7/8 cm per 1000	8 cm/up per 1000
ADRIAN BACKER, purple lilac.....	10.00	18.00	25.00
BLOEMAARD, dark blue, falls light blue.....	6.00	12.00	18.00
BLUE HORIZON (S. DE VLIEGER), blue.....	6.00	12.00	20.00
CELESTIAL, clear blue, extra.....	5.00	10.00	18.00
DR. HAERING, white, lilac tinted.....	8.00	15.00	20.00
EARLY SNOW (FRANS DEKKER), white.....	10.00	16.00	25.00
HART NIBBRIG, clear blue, large flower.....	6.00	12.00	20.00
HEEMSKERK, yellow.....	5/6 cm. \$8.00	15.00	20.00
HUCHTENBURG, yellow and white.....	10.00	16.00	25.00
IMPERATOR, large dark blue.....	5.00	10.00	18.00
INDIAN CHIEF (VERSCHUUR), bronze.....	15.00	22.00	30.00
J. DE WILDE, yellow bronze.....	5/6 cm. \$6.00	10.00	18.00
J. DE WIT, dark blue		5.00	10.00
LEONARDO DA VINCI, cream white, falls yellow.....	8.00	15.00	22.00
POGGENBEEK, dark blue		5.00	10.00
THERESA SCHWARTZE, pale blue, falls white.....	8.00	14.00	22.00
WHITE EXCELSIOR, pure white.....	10.00	18.00	25.00
YELLOW QUEEN, purest yellow.....	5/6 cm. \$5.00	12.00	20.00
MIXED		5.00	10.00
			15.00

SPANISH IRIS:

	5/6 cm per 1000	6/7 cm per 1000	7/8 cm per 1000
CAJANUS, golden yellow	\$10.00	\$18.00	
GOLDEN BRONZE, bronze.....	10.00	18.00	25.00
KING OF THE BLUES, dark blue.....	7.00	16.00	
KING OF THE WHITES, white	10.00	20.00	
KING OF THE YELLOWS, yellow.....	7.00	16.00	
MIXED and all other Spanish Varieties.....	7.00	16.00	

PRICES: F.O.B. LYNDEN, Wash. Carload rates to Boston, Chicago, New York, Philadelphia guaranteed.

TERMS: 30 days net, or 2% for cash within 30 days after date of invoice. All orders are accepted subject to satisfactory crops. Complete or partial failure of the crops owing to frost, floods, loss by fire, diseases, or through other causes beyond seller's control, entitles the seller to wholly or partly cancel the orders at his own discretion, without further recourse on the part of the buyer. We reserve the right also on accepted orders, to reduce the quantities of such varieties, which produce a smaller quantity of saleable bulbs than estimated. No warranty express or implied will be given and we are not in any way responsible for the results of planting or forcing of any bulbs we send out.

PRICES: F.O.R. TRADE, New York, Chicago, Montreal, New York
International Freight Forwarder

1916, when I reached 1917, was 60 million dollars in 1912 to 1916, which is 20 million
more dollars than in 1911. In 1912, we had a surplus of 100 million dollars, which
was due to the fact that we had a large number of foreign buyers who were
not able to pay their bills in time, and we had to sell our goods at a loss.
In 1913, we had a surplus of 150 million dollars, which was due to the fact
that we had a large number of foreign buyers who were not able to pay their
bills in time, and we had to sell our goods at a loss.
In 1914, we had a surplus of 200 million dollars, which was due to the fact
that we had a large number of foreign buyers who were not able to pay their
bills in time, and we had to sell our goods at a loss.

